

Zonolite
Leadings Customer
Report
12/69 + 6/69

CUSTOMER NAME SALE DOLLARS & PRODUCT GROUP SALES DOLLAR BREAKDOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

RICO CORP	8,478	100.00				8,478	
ACRO SUPPLY CO	8,389	7,427	12.90	3,184	516		4,689
U S STEEL CORPORATION	8,356	100.00		757		145	7,454
GEORGIA STATE WHOLESALE	8,350	1,439	480.20				8,350
ALBERT H BUEHRLE CO	8,349	8,143	2.50	4		8,345	
T BROWN INDUST SUPPLY CO	8,311	8,199	1.30	7,933			378
STATE INSULATION	8,270	100.00		5,699			2,571
DEWITT BROS INC	8,269	4,978	66.10	8,269			
DISTRICT BLD SUPPLY CO	8,263	252	3178.90	7,156	731		376
MR CLAUDE THAYER	8,253	7,643	7.90	59		8,194	
COLUMBUS CUT FLOWER EXCHG	8,241	9,176	10.10-			0,241	
CENTRAL ROOFING & SUPPLY	8,236	8,674	5.00-	7,034			1,202
CONSUMERS SERVICE CO	8,227	9,058	9.10-	4,973		193	3,061
SOUTHERN BRICK & SUPP CO	8,204	8,006	2.40	6,817	1,387		
ELHIDE CO	8,165	13,811	40.80-	8,070			93
ASHEBORO CONCRETE PRODUCT	8,161	9,009	9.40-	2,451	63	3,585	2,062
HOGG-WARREN & ZIMMERMAN	8,149	8,275	1.50-	7,022			1,127
ALLIED BLOC PRODUCTS INC	8,089	14,349	43.60-	7,892	120	13	64
MINNESOTA MINING &	8,064	3,887	107.40		8,064		
NIEHAUS PLASTERING CO	8,057	100.00		8,057			
MEYER SEED CO	8,052	5,910	36.20	8		8,044	
A G HANSEN SUPPLY CO	8,051	12,511	39.60-	639		1,529	5,883
CENTRAL HOME CO	8,037	6,240	28.70	7,309			728
CHRIS FIELDER & CO	8,035	124	6279.80	8,035			

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CUSTOMER NAME	S A L E	D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N	
	C U R R	Y E A R	P R I O R	Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R T E R R A - L I T E	A G P R O D P O L Y S T Y R E N E D R E C O N C
OWENS CORNING SPLY & CONT	3,830	2,225	72.10						3,930
METAL STRUCTURES INC	3,828		100.00						3,828
BACHMANN'S	3,824	2,831	35.00						3,824
EDGEWOOD PIPE & BLOCK	3,820	1,282	197.90						
THE DOLE VALUE CO	3,817	4,612	17.20-						
KILBOURN CHEMICAL CO	3,811	2,620	45.40						2,498
CENTURY REDI-MIX	3,808		100.00						
KOPPS CO INC	3,806	2,943	29.30						3,806
CROMER & CO	3,801	14,371	73.50-						
LUMBERMENS SERVICE	3,799		100.00						1,504
CAROLINA BLOCK CO	3,795	1,588	138.90						
SPARTAN INSULATING CO	3,782		100.00						3,069
CENTRAL KY SUPPLY CO	3,781	3,543	6.70						
ELCO DISTRIBUTING CO	3,774	3,980	5.10-						1,371
YOUNG RYOS & DALEY	3,771	1,180	219.50						1,518
LAUDERDALE MARBLE & TILE	3,770	1,955	92.80						3,770
J N JANSEN & SONS INSULA	3,768	2,740	37.50						3,081
ALL AROUND INS CO	3,767	321	1073.50						162
KLUG & SMITH CO	3,767		100.00						3,605
NEW CASTLE DUNTILE CO	3,767		100.00						
P & O LUMBER CO INC	3,760	7,998	52.90-						3,760
ELGIN LUMBER & SUPPLY	3,758	8,991	58.20-						1,694
WHOLESALE DISTRIBUTORS IN	3,756	2,631	42.70						906
CLIFTS AUTO SERVICE	3,753		100.00						3,753

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CUSTOMER NAME	SALES DOLLARS		PRODUCT GROUP		SALES DOLLAR BREAKDOWN	
	CURR YEAR	PRIOR YEAR	INCREASE	EXP/VERM	PERLITE	CLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
MIDWAY DISTRIBUTING CO	994	2,816	64.70-	981		413
HARMONY SUPP	994	1,301	23.50-		994	
VAN, S FUEL & MATERIAL CO	994	815	21.90	111		883
TRI-CHECK SEEDS INC	990	338	192.80		990	
INDEPENDENT LUMBER CO	990		100.00	734		256
KADEX CORP OF INDIANA	988	2,385	58.50-	988		
WILLIAMS BROS LUMBER CO	985	1,030	4.30-	560	24	401
VAN WATERS & ROGERS	985	625	57.60	624		361
KRAVITZ BAG & NURSERY SUP	985		100.00		985	
COOPERATIVE MILLS INC	984	3,147	68.70-	984		
MUTUAL SUPPLY CO	980	2,449	59.90-			980
BAY CITY WHOLESALE	980	1,571	37.60-	980		
T & W BLOCK INC	980	700	40.00	980		
REPUBLIC LUMBER CO	980	363	169.90	980		
ALTAVISTA CONCRETE PROD	980		100.00	980		
BUILDERS SUPPLY & REA MIX	980		100.00	980		
FORMAN READY MIX CO	980		100.00	980		
MUIR LUMBER CO	979	732	33.70			979
BORDELON LUMBER CO	979	113	766.30	110	869	
A J JONES CONT CO	979		100.00			979
THE QUAKER OATS CO	977	5,898	83.60-	977		
CLAPPERS BLDG MATERIALS	977	1,221	19.90-	592	145	240
TRIANGLE BRICK CO	977		100.00	977		
N AMERICAN REFRACTORIES	976	316	208.80	976		

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	C U R R	Y E A R	P R I O R	Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R T E R R A - L I T E	A G P R O D P O L Y S T Y R E N E O R E C O N C
ROANOKE SASH & DOOR CO	477			100.00					477
HATTENBACH CO	476		1,308	63.60-					476
OSCAR G CARLSTEDT CO	476		68	600.00				476	
KEENER COMPANY	475			100.00	475				
REYNOLDS BROS SUPPLY CO	475			100.00	445	30			
W R GRACE & CO	475			100.00				475	
DANIEL ORR & SONS	473		449	5.30	473				
BRAND INSULATIONS INC	473			100.00				473	
CORDELLE SASH & DOOR	473			100.00					473
VARNER S CEILING CO	472			100.00		472			
FREEBURG LUMBER CO	471		150	214.00	423				48
SCHROEDER LUMBER	470			100.00	470				
CITY LUMBER CO	469		587	20.10-	469				
EAGLE ASBESTOS & PACKING	467		2,342	80.00-		467			
ROSE ACRE NURSERY	466		927	49.70-				466	
JOHNSON LUMBER CO	466		776	39.90-		466			
MILAM CONCRETE PRD CO	465		1,360	65.80-	465				
MORRIS SUPPLY CO	465		870	46.50-	465				
THE GORE CO	465		711	34.50-	465				
J C JACOBS BUILDERS	465		646	28.00-	465				
JOHNSON BROS BUILDING SUP	465		435	6.80	465				
U S WHOLESALE CUT FLOWER	465		305	52.40				465	
RALPH CONSTRUCTION CO	465		214	117.20	465				
W C BRADLEY CO	465			100.00	465				

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CUSTOMER NAME	S A L E D O L L A R S		CURR YEAR PRIOR YEAR INCREASE	P R O D U C T G R O U P		S A L E S D O L L A R B R E A K D O W N			
				EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE
WALKER JAMAR CO	245	140	75.00	245					
ARCHWOOD INS CO	245		100.00		245				
CENTRAL GROCERY CO INC	245		100.00	245					
WESTERN MARYLAND SUPPLY	244	285	14.30-	244					
INTERNATIONAL DEV CORP	244		100.00						244
BEST BLOCK CO	243	2,470	90.10-	243					
ROBERT BARCLAY INC	243	613	60.30-	243					
BARLOW & BROWN	243	270	10.00-	233				10	
BENNER TEA CO	243	240	1.20	243					
HARBISON WALKER CO	243	94	158.50	100		143			
COAST TO COAST STORES	243	81	200.00		243				
ROBERTS BROTHERS CO	243		100.00						243
MEYERHAEUSER CO	243		100.00						243
IOEAL BUILDERS SUPP CO	242	1,333	81.80-		242				
CLEVELAND VIBRATOR CO	242		100.00						242
C M MC CLUNG & CO	240	369	34.90-	240					
FULLER SUPPLY CO	240		100.00						240
SHULTZ SNYDER & STEELE	240		100.00						240
BUILDERS SUPER MARKET	239		100.00	239					
R C MARTON CONCRETE PROD	239		100.00	239					
CENTRAL LUMBER MART	238	10	2280.00	170		50			18
LA-MO REFRACTORY SUP CO	237	195	21.50	237					
DEUTSCHMAN FLORIST	236	603	60.80-					236	
UBELHACK TURKEY FARM	236		100.00					236	

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	C U R R	Y E A R	P R I O R	Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D P O L Y S T Y R E N E O R E C O N C	
COONROD & WALZ CONSTR CO	39		100.00							39	
HARPSTER FLORAL CO	39		100.00							39	
HILLS HARDWARE & PAINT	39		100.00	5						34	
KANSAS DIVERSIFIED	39		100.00							39	
ROLF MONUMENT CO	39		100.00							39	
UNUSUAL FILMS	39		100.00							39	
WEST CASH & CARRY BLDG MA	39		100.00	39							
JO-OTT PAINTING CO	38	270	85.90-	38							
GEORGE CLEMENTS	38	252	84.90-	38							
H B FULLER CO	38	105	63.80-	38							
DIXIE GREENHOUSES	38	38								38	
RUBBER RESEARCH	38	29	31.00	21						17	
ALLOY ENGINEERING & CAST	38		100.00	38							
ARROW BUILDING CENTERS	38		100.00							38	
INTERSTATE LUMBER CO	38		100.00							38	
OILWELL DIVISION IMPER WK	38		100.00							38	
RE-TRAC MFG CO	38		100.00							38	
KEMPER LUMBER CO	37	3,480	98.90-							37	
BERWICK LUMBER & SUPPLY	37		100.00							37	
HECTOR READY MIX	37		100.00	37							
LAKESTIDE LUMBER CO	37		100.00	37							
OWENS CORNING	37		100.00							37	
RED TAG INC	37		100.00							37	
F B WRIGHT CO	37		100.00							37	

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CUSTOMER NAME	S A L E O O L A R S	%	P R O D U C T G R O U P	S A L E S O O L A R	B R E A K D O W N
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E
ASBESTOS & INSULATING CO	14,988	100.00-	GLASS FIBER TERRA-LITE	AG PROD	POLYSTYRENE ORE CONC
S S KRESGE CO	14,864	100.00-			
SWIFT CO AGRIC CHEM DIV	14,334	100.00-			
U S STEEL CORP	13,428	100.00-			
GROHMES CORPORATION	13,105	100.00-			
MINKO METAL BLDG INC	13,027	100.00-			
U S GYPSUM CO	12,463	100.00-			
ANTHONY BROS LUMBER & SUP	12,050	100.00-			
CLAREDON INC	11,742	100.00-			
COST BROS INC	11,396	100.00-			
RESERVE SUP CORP	11,175	100.00-			
GUY C LONG INC	10,575	100.00-			
RUHL FIREPROOFING INC	10,342	100.00-			
AGWAY INC	9,934	100.00-			
FISCHER LIME & CEMENT CO	9,649	100.00-			
FISCHER LIME & CEMENT CO	9,479	100.00-			
MATERIAL DIST INC	9,339	100.00-			
EAST SIDE LUMBERYARD SPLY	9,312	100.00-			
CHAS PFIZER & CO INC	8,567	100.00-			
KOPPERS CO INC	8,407	100.00-			
WESTERN MATERIAL CO	8,360	100.00-			
RICHARD CONTRACTORS	8,212	100.00-			
ANNING JOHNSON CO	8,060	100.00-			
J F ANDERSON LBR CO	7,837	100.00-			

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

J D WHITTAKER INC	2,616	100.00-
FARM BUREAU MILLING CO	2,600	100.00-
POHLAND BROS LUMBER INC	2,599	100.00-
TAYLORS INC	2,585	100.00-
AGWAY INC	2,579	100.00-
CENTRAL ACOUSTIC & INS	2,577	100.00-
MCADOO BUILDERS SP CO	2,569	100.00-
RALPH A HADDAD & CO	2,529	100.00-
INLAND SCHOKBETON DIV	2,521	100.00-
A I R COMPANY	2,512	100.00-
STITELY LUMBER CO INC	2,509	100.00-
U S STEEL CORP	2,490	100.00-
EAGLE LUMBER DEALERS	2,477	100.00-
SWIFT CO	2,450	100.00-
RIDER LBR CO	2,427	100.00-
JOHN H HAMPSHIRE CO	2,400	100.00-
YANKEE DISTURBUTORS INC	2,400	100.00-
E L STEBBING CO	2,388	100.00-
HASS WHOLESALE INC	2,373	100.00-
CHINGOS & SONS	2,366	100.00-
RED OWL STORES INC	2,351	100.00-
BATON ROUGE SUPPLY CO	2,350	100.00-
EAST SIDE LUMBERYARD S	2,350	100.00-
COUCH READY MIX	2,345	100.00-

CUSTOMER NAME SALE DOLLARS PRODUCT GROUP SALES DOLLAR BREAKDOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

HALL WHLSE GREENHOUSES 2,020 100.00-

KELSEY HAYES CO 2,012 100.00-

MR FRANK MOULIS 2,000 100.00-

DUKES LUMBER CO 1,996 100.00-

FAIRVIEW GREENHOUSES 1,995 100.00-

HOWE ENTERPRISES INC 1,995 100.00-

FRYE BUILDING CO 1,990 100.00-

OMENS CORNING FIBERGLASS 1,972 100.00-

PLOTT & MCCOY 1,962 100.00-

UNION CARRIDE CORP 1,960 100.00-

HEARNE BLOCK CO 1,932 100.00-

H P MULFORD CO 1,920 100.00-

P P G INDUSTRIES 1,920 100.00-

CITY LUMBER CO 1,913 100.00-

WALTER COOLBAUGH P C 1,900 100.00-

TWIN CITY BUILDERS INC 1,889 100.00-

TANDY IND INC 1,888 100.00-

J E DAVIS & SONS INC 1,850 100.00-

COST BROS INC 1,848 100.00-

SULLIVAN SUPPLY CO 1,846 100.00-

ALLIED ELECTRICAL CO INC 1,845 100.00-

MORRISVILLE LUMBER CO 1,843 100.00-

THE MAC MILLING CO 1,838 100.00-

C R METAL PRODUCTS 1,831 100.00-

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

SHADYSIDE BUILDERS SUP CO 1,359 100.00-

COURIVIER & ROUTHIER 1,356 100.00-

MOREY PLASTERING 1,350 100.00-

ROBERTSON HOWE CO INC 1,350 100.00-

EDWARD A WERNER MAINT INC 1,350 100.00-

FOHLER FLEMISTER CONC INC 1,335 100.00-

DAVID WITHERSPOON INC 1,334 100.00-

VIRGINIA-CAROLINA LUMBER 1,331 100.00-

TRANSIT MIX CONCRETE CO 1,324 100.00-

COMBINED PURCHASING SERV 1,318 100.00-

LACROSSE LUMBER CO 1,314 100.00-

EVERETTE BETTIS 1,312 100.00-

BECKLEY KUHNS 1,305 100.00-

EQUIPMENT RENTAL CORP 1,302 100.00-

PETER HAND FOUNDATION INC 1,300 100.00-

B M F CORP 1,298 100.00-

NATL FLOORS & CEILINGS 1,297 100.00-

BANNER ELK CONST CO 1,273 100.00-

CHERAN SASH DOOR & LUMBER 1,270 100.00-

THE RUBEROID CO 1,265 100.00-

JOHNS-MANVILLE SALES CORP 1,255 100.00-

FARM & GOLF COURSE SUP CO 1,250 100.00-

WILLIAMS INSULATION CO 1,250 100.00-

G BRUCE STRATTEN JR 1,247 100.00-

CUSTOMER NAME SALE DOLLARS SALE DOLLARS PRODUCT GROUP SALES DOLLAR BREAKDOWN
 CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

BRAUN PAINT CO	141	100.00-
THERMAL PRODUCTS CO	141	100.00-
TWIN CITY FISHERMAN CO OP	141	100.00-
FOSTER BUILDERS SUPPLY CO	140	100.00-
HARRISON WALKER REFRACTOR	140	100.00-
ITVENUS CONSTR CO	140	100.00-
LEOBS MASONRY	140	100.00-
PENN POWER CO	140	100.00-
SUNNYBROOK FARMS NURSERY	140	100.00-
HODGES READY MIX CONCRETE	139	100.00-
BRUNER CORP	138	100.00-
RAMIREZ DE ARELLANO & CO	138	100.00-
FAUST SCIENTIFIC SUPPLY	138	100.00-
L D JOHNSTON CO INC	138	100.00-
MANER BUILDERS SUPPLY CO	138	100.00-
J C REYNOLDS CONTRACTORS	138	100.00-
INTERNATIONAL MINERALS &	137	100.00-
STAUFFER CHEMICAL	136-	100.00-
EASTERN REFRACTORIES CO	136	100.00-
TOMNLEY METAL & HOW CO	136	100.00-
ADAMS WHOLESALE BLDGS SUP	135	100.00-
ELRAY KOCKE SERVICE	135	100.00-
FREEPORT HILLS "GOLF"	135	100.00-
G F LEAGUE MFG CO	135	100.00-

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN
 CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

JOHNS MANVILLE CO	16	100.00-
NATIONAL FERROUS FOUNDRY	16	100.00-
OWENS & SON INC	16	100.00-
PESTICIDE REGULATION DIV	16	100.00-
PUTNAM & HONLEY LUMBER CO	16	100.00-
SOUTHERN ILL UNIV	16	100.00-
SUPERIOR TILE CO	16	100.00-
WASHINGTON UNIV	16	100.00-
MARGIE BORKLAND	15	100.00-
CHICOPEE MANUFACTURING CO	15	100.00-
FAIRWAY HOMES INC	15	100.00-
GEORGIA EXPERIMENT STA	15	100.00-
NASA ELECTRONICS RESEARCH	15	100.00-
N AMERICAN REFRACTORIES	15	100.00-
N AMERICAN REFRACTORIES	15	100.00-
PERMLASTIC PRODUCTS CO	15	100.00-
PRODUCTS RESEARCH CO	15	100.00-
BACHS BUILDING SUPPLY	14	100.00-
CLARK ST FLORIST	14	100.00-
CORRIGAN CO	14	100.00-
F & C SUPPLY INC	14	100.00-
GRANDVIEW FARMS	14	100.00-
HOFFMAN & HOFFMAN INC	14	100.00-
R J KELLY INC	14	100.00-

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	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E	O R E C O N C	
C B STAELENS CO	33,495	38,107	12.10-	31,724						1,771	
SHIELDS INC	32,520	3,767	763.20	32,191					329		
S E ROOF DECKS INC	32,412	51,070	36.50-	30,692	13					1,707	
BANDY LIGHT WA ROOFING CO	32,253	14,709	119.20	9,022	22				21,066	2,143	
B E KING ASSOCIATES	31,620	1,409	2144.10	31,620							
J W DELAHOUSSEY PLASTER	31,275	33,359	6.20-	31,275							
FISCHER LIME & CEMENT CO	30,923	10,166	204.10	30,066	59					798	
HENDERSON-JOHNSON CO INC	30,674	12,233	150.70	28,208					164	2,302	
INTERNATIONAL MINERAL &	30,102	1,093	2662.30						135	30,057	
EVANS & RETTING LUMBER CO	29,672	25,212	17.60	18,220					1,328	10,124	
LUMBERMANS MERCHANSING CO	29,434	20,765	41.70	28,667					106	661	
JOHNSON BLDG MATERIALS	29,279	21,688	35.00	19,221					18	10,040	
UNION ROOFING & PAPER CO	29,200	40,253	27.40-	11,656					162	210	
DEALERS WAREHOUSE CO	29,109	29,489	1.20-	5,896					18,727	4,486	
BYERS LUMBER COMPANY	28,827	26,232	9.80	7,786	281				17,029	3,731	
F J A CHRISTIANSON ROOF	28,612		100.00	3,924	15,912					8,776	
WOOD PRODUCTS COMPANY	28,558	22,717	25.70	6,709	54				18,015	3,780	
ALLIANCE WHOLESALERS INC	28,434	28,845	1.40-	4,132					20,806	3,496	
GIBBONS CO INC	28,322	16,893	67.60	8,904	136				16,624	2,658	
SAVANNAH DRY WALL CO	28,296	21,529	31.40						28,296		
HARDWARE WHOLESALERS INC	28,213	21,273	32.60	13,059					13,826	1,328	
H C BUCHANAN CONCRETE CO	27,881	32,471	14.10-	25,458						2,423	
W R GRACE & CO	27,345	20,830	31.20						27,345		
UNITED INSULATED STRUCT	26,926	8,865	203.70							26,926	

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CUSTOMER NAME	SALES	DOLLARS	PRODUCT	GROUP	SALES	DOLLAR	BREAKDOWN		
CURR. YEAR	PRIOR YEAR	INCREASE	EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE	ORE CONC
BOLTON CO INC	24,503	30,470	19.50-	24,503					
DAVIDSON SON INSULATION	23,739	9,904	139.60	181	23,558				
BONITZ INSULATION CO	23,260	8,560	171.70	5,383				17,877	
LIGHTWEIGHT CONCRETE CO	23,256	3,496	565.20	21,850				1,406	
U S STEEL CORP	23,243	4,027	477.10	2,354					20,889
A P GREEN REFRACTORIES CO	22,630	28,340	20.10-	22,630					
SEARS ROEBUCK & CO	22,454	9,482	136.80	21,705	618	113		18	
OHIO VALLEY SUPPLY CO	22,392	16,695	34.10	8,066	3,064	17	4,996	6,249	
S S KRESGE CO	22,261	4,101	442.80	21,191		1,010			
GEORGE LAMPARTER INC	22,224	18,598	18.40	21,272		752			
RINKER MATERIALS CORP	21,750	15,746	38.10	8,711	8,006		4,774	259	
MICA PELLETS INC	21,316	18,724	13.80					21,316	
N COUNTIES SUPPLY CO	21,311	18,338	16.20	8,916		35	9,762	2,598	
SHELTON W GREEN CO M INC	21,159		100.00					21,159	
DRY MIX CONCRETE CO	20,995	15,496	35.40	20,995					
IOWA LUMBER DEALERS INC	20,979	20,453	2.50	6,209	240		9,012	5,518	
GEORGE V HAMILTON CO	20,865	21,252	1.80-	5,936				14,929	
RALSTON-PURINA CO	20,672	17,197	20.20	20,654				18	
BANNER SUPPLY CO	20,457	10,684	91.40	9,427	11,030				
WALTER-ZENZ DISTRIBUTING	20,002	128	5526.50	20,002					
CHIPMAN CHEMICAL CO INC	19,998	7,980	150.60					19,998	
GEORGE W HITZMAN & SON	19,945	15,495	28.70	2,703			15,650	1,592	
CASH SALE	19,911	14,322	39.00	4,100	1,181	151	4,725	9,754	
DIEBOLD INC	19,740	14,304	38.00	19,342				398	

CUSTOMER NAME S A L E D O L L A R S P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

LUMBERMAN'S SUPPLY CO	15,242	19,355	16.00-	8,569	212	4,533	2,934
ROOF DECK CONST & SUPPLY	15,206	6,688	139.10	15,996			
SENTELL SUPPLY CO INC	15,725	2,557	514.90	8,607	3,831	2,946	341
IOWA LUMBER & SUPPLY CO	15,619	2,004	579.30	15,075	81		463
WEST COAST INSULATION CO	15,365	681	2156.20	915		12,663	1,787
MERRYWEATHER FOAM LATEX	15,343	4,335	293.90				15,343
MAULDIN-BURNS CORP	15,136		100.00				15,136
CLEVELAND BLDGS SUPPLY CO	15,060	12,507	20.40				15,060
UNION ROOFING OF VIRGINIA	14,328	5,496	171.60	14,273	98		557
BRICK WHITE COMPANY	14,361	12,633	15.10	14,551			
F W BOLGIANO & CO	14,533	8,185	77.50	188		12,995	1,350
GARDEN & TURF SUPP	14,328	19,028	23.60-	95		14,433	
REILLY-BENTON CO INC	14,343	7,333	95.50				14,343
LUMBER DEALERS SUPPLY	14,343		100.00	6,093	99	6,271	1,880
C W KIRKLAND CO	14,329	24,278	40.90-	13,161	713		455
BERTI CO	14,326	30,935	53.60-	14,326			
VERMICULITE INTERMT INC	14,321	13,126	9.10			53	14,268
MONTGOMERY WHSLE SUPPLY	14,090	9,438	49.20	580		13,330	180
PROKO CO OF INDIANA	13,960	9,438	47.90	13,960			
WICKES CORP	13,783	11,467	20.10				13,783
KNIX FERTILIZER CO	13,638	21,334	36.00-			13,638	
BUCKLEY CONSTRUCTION IND	13,521	2,805	382.00	9,172			4,349
THE CELOTEX CORP	13,439	2,092	542.30			620	12,819
STRINGFELLOW SUPPLY CO	13,244	10,008	32.30	723		12,076	451

CUSTOMER NAME S A L E D U L L A R S % P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

HILL COAL & SUPPLY	4,904	3,091	59.60	445	2,848	1,611		
JOHNS MANVILLE CORP	4,901	1,186	313.20			4,901		
CHICOPEE MASONS SUPPLIES	4,883	2,166	125.40	3,949		934		
CURTIS & KAPLAN INC	4,882	9,973	51.00-	105	4,777			
GILES BUILDERS SUPP CO	4,853	3,918	23.80	4,809		44		
EDWARD HINES LUMBER CO	4,845	802	504.10	490	2,537	1,818		
AMERICAN BUILDING PRODUCT	4,824	3,293	46.40	4,424	400			
KIRKO INC	4,800	210	2185.70	4,800				
FLA AGRICULTURAL SUP CO	4,777	365	1208.70		4,777			
R L GOULD CO	4,743	3,004	53.40		4,748			
BIG D DIVISION	4,742	7,579	37.40-	1,680		3,062		
PHILA RESERVE SUPPLY CO	4,737	6,965	31.90-	4,710	27			
CLERMONT LUMBER CO	4,718	1,621	191.00	356	4,362			
COLUMBUS CUT FLOWER EXCHG	4,717	5,092	7.30-		4,717			
CAMPBELL DRY MIX N J INC	4,715	3,139	67.80	4,715				
LUMBERMANS WHOLESALE SERI	4,705	4,675	.60	932	3,698	75		
OFALLON LUMBER & SUPPLY	4,701	4,071	15.40		3,935	766		
ACRO SUPPLY CO	4,693	2,467	90.20	2,024		2,669		
MICHIGAN PEAT CO	4,675	5,887	20.50-		4,675			
HILL-THOMAS	4,669	463	908.40	4,669				
LAPPO LUMBER CO	4,666	2,918	65.50	3,790		876		
ST JOSEPH BLDGS' SUPPLY	4,654		100.00	4,616		38		
W P COOK	4,650		100.00			4,650		
BRAND INDUSTRIAL SERVICES	4,649	1,481	213.90	1,774	1,754	844		277

CUSTOMER NAME	S A L E D O L L A R S	EXP/VERM PERLITE	PRODUCT GROUP	S A L E S D O L L A R	B R E A K D O W N
	CURR YEAR	PRIOR YEAR	INCREASE		AG PROD POLYSTYRENE ORE CON

HERMAN-SIPE & CO	2,895	2,260	28.00	2,895	
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BHM BLDG MATERIALS INC	2,892	611	373.30		2,892
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STOECKER SEED COMPANY	2,892		100.00	2,892	
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ELIZABETH CITY BRICK CO	2,890		100.00	2,890	
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HECTOR TURF & GARDEN SUP	2,889	1,674	72.50	2,889	
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BYRUM SEED CO	2,881	2,105	36.80	2,881	
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MCGOWAN LUMBER CO	2,878	2,454	17.20	2,036	774
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OCONOMOWOC LUMBER SUPPLY	2,869	932	207.80	364	70
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VANDE VAART BRICK CO	2,864	3,497	18.10-	936	820
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MCARDLE SEED CO	2,862	1,398	104.70	2,862	
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MICHIGAN WHOLESALERS INC	2,859	7,526	62.00-	2,407	452
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THE TRENTY CO	2,852		100.00		2,852
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DANVILLE LUMBER P MFG	2,846	1,360	109.20	1,340	1,383
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J E JAMERSON &	2,843	2,385	19.20	1,360	1,483
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FOSTER S INC	2,841	977	190.70	2,841	
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BIG G BLDG SUPPLY CO	2,832	1,871	51.30	744	2,088
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STEWART-NATTINGER CONCR	2,831		100.00	2,430	401
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HILL FLORAL PRODS INC	2,828	3,186	11.20-		2,828
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A P GREEN FIREBRICK CO	2,826		100.00	2,826	
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ALUMISEAL CORP	2,825	1,465	92.80		2,825
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MIAMI TILE TERRAZZO INC	2,824	3,814	25.90-	2,824	
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RYDER COMPANY	2,824	2,531	11.50		2,824
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LAKE WHOLESALERS INC	2,812	2,585	8.70	2,070	742
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SUBURBAN BUILDERS SUPPLY	2,812		100.00	2,399	413
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CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLARS BREAKDOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

HURSH COAL & SUPPLY CO	2,536	2,570	1.30-	1,106	41		1,389
THE PETER KUNTZ CO	2,533	3,852	34.20-	2,392			141
FINLAN LUMBER CO	2,524	4,084	38.10-		2,067		457
CHARDON LUMBER	2,524	2,718	7.10-	384		2,140	
THE CELOTEX CORP	2,520	21,269	88.10-				2,520
BIG HORN GYPSUM CO	2,520	2,763	8.70-				2,520
F E WHEATON&CO	2,519	904	178.60			2,519	
JARVIS INTNL INC	2,516		100.00	2,516			
KELLOGG SEED CO	2,515	502	400.90			2,515	
NEW SMYRNA BLDG SUPPLY	2,514	1,061	136.90	1,433	561	479	41
L & E T PLASTERING	2,513	2,840	11.50-		2,513		
BILTON INSULATION & SUPP	2,510	2,295	9.30	2,510			
PENINSULA DISTRIBUTING	2,509	960	161.30	6		2,503	
FAIRFIELD RESERVE SUPPLY	2,509	721	247.90	1,903		88	518
IOWA & ILLINOIS CONCRETE	2,508		100.00	2,508			
ASCENSION SHEET METAL WRK	2,507	2,876	12.80-	2,507			
REED LUMBER COMPANY	2,500	5,153	51.40-	425		1,980	95
SPECIALTY CONTRACTORS INC	2,499	1,536	62.60				2,499
BLDG PROD SUPPLY CO INC	2,491	763	226.40	2,416			75
DEANS SPECIALTY SUPPLY CO	2,491		100.00			2,491	
RITE PRICE LUMBER CO	2,490	1,646	51.20	2,490			
DAVIDSON LUMBER CO	2,487	1,180	110.70	238	54	2,195	
WICKES LUMBER CO	2,485	995	149.70				2,485
MURPHY CHEVROLET INC	2,484	900	176.00				2,484

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CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N
	C U R R. Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E
							A G P R O D P O L Y S T Y R E N E O R E C O N C
BRANCH BROOK CO	1,640		100.00		1,640		
CREW BUILDERS SUPPLY CO	1,329	1,322	23.90		1,639		
S BRUCE PURDIE CO	1,638	1,421	15.20				1,638
CLINTON NURSERY FL	1,638	1,219	34.30				1,638
CHICAGO FIRE BRICK CO	1,637	1,119	46.20		1,637		
SMITH LUMBER CO	1,637	414	295.40		1,637		
VALLEY INSULATION CO	1,637	401	308.20		1,637		
BURDICKS SEED HOUSE	1,636	2,237	26.80-	12			1,624
ARROW BUILDING CENTER	1,632		100.00				1,632
E I DUPONT DE NEMOURS	1,632		100.00		1,632		
PITTEI FLORAL CO	1,630	1,562	4.30				1,630
HUNTSVILLE BLDG MATERIAL	1,630		100.00	1,121		509	
KEYS INDUSTRIES INC	1,629	3,640	55.20-		1,285	344	
NEWRY CONCRETE PROD CO	1,628	442	268.30	1,571	57		
STRUNK LUMBER CO	1,627	1,295	25.60	360	847		420
CALLAHAN GROCERY CO	1,627	87	1770.10	1,330			297
FAYCO LUMBER & SUPPLY CO	1,622	1,624	.10-			1,622	
PARK MARINA	1,620	1,800	10.00-				1,620
JOSEPH CAMPBELL CO	1,620		100.00	1,620			
IOWA & ILLINOIS CONCRETE	1,620		100.00	1,620			
CRUMP LIME & CEMENT CO	1,614	1,257	28.40	1,578	36		
SHELLY EQUIPMENT CO	1,614	1,002	61.00				1,614
BUILDING MATERIALS INC	1,609	972	65.50	886	723		
BREVARD LUMBER CO	1,608	840	91.40	1,560			48

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CUSTOMER NAME	S A L E D O L L A R S	% P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N			
	C U R R Y E A R P R I O R	Y E A R I N C R E A S E	E X P / V E R M P E R L I T E	G L A S S F I B E R T E R R A - L I T E	A G P R O D P O L Y S T Y R E N E O R E C O N C
HERITAGE HOUSE PROD	1,540	100.00			1,540
PECKNA-PLY INC	1,540	100.00			1,540
DAYMOR INDUSTRIES INC	1,539	1,332	15.50		1,539
DUES INDIANA INC	1,538	956	60.80	39	1,499
HENRYS QUALITY CONST CO	1,537	100.00			1,537
COMSTOCK FERRE & CO	1,536	1,337	14.80		1,536
CATALDO BROS INC	1,536	100.00		1,501	35
BLACKBURN-RUSSELL CO	1,532	1,582	3.10-		1,532
BALDWIN BRUSH & TOOL INC	1,531	520	194.40	1,531	
ARMSTRONG CONTRACTS & SUP	1,527	35	4262.80		1,527
GENERAL WHOLESALE & SUPP	1,517	2,240	32.20-	910	607
SUPER VALUE STORES INC	1,515	1,426	6.20	1,515	
JIM BELSAN PLASTERING	1,514	878	72.40	1,514	
BROWNIES LATHING CO	1,509	443	240.60	1,509	
GURNEY SEED & NURSERY CO	1,508	280	438.50		1,508
METROPOLITAN SPRAY	1,507	100.00		1,507	
SUPRO BLDG PROD CORP.	1,506	1,641	8.20-	1,506	
WHOLESALE LUMBER CO	1,503	1,407	6.80	855	648
ULERY GREENHOUSE CO	1,503	502	199.40		1,503
MERCK CHEMICAL DIVISION	1,500	993	51.00		1,500
C & S BANK BOAT CLUB	1,500	100.00			1,500
NOR ALA SEED CO	1,499	946	58.40	38	1,461
OWENS CORNING SPLY & CONT	1,499	100.00			1,499
CAROLINA BLOCK CO	1,498	501	199.00	1,498	

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CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N			
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E I N	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E	O R E C O N C
IMPERIAL NURSERIES	1,463	2,296	36.20-						1,463	
J B EURELL CO	1,461	2,220	34.10-						1,461	
BADEN CONCRETE PROD INC	1,461		100.00	735		726				
HOLSINGER LUMBER CO INC	1,460	1,723	15.20-			1,460				
CITRUS LUMBER & SUPPLY CO	1,459		100.00			1,459				
BRYANT & WILLIAMS	1,458	2,413	39.50-			1,458				
FLORIDA NURSERY & GARDEN	1,457	1,374	6.00		41			1,256	160	
DECANIA BLDGS SUPPLY	1,457		100.00							1,457
MORELL BROWN INC	1,447		100.00			1,447				
HEIMBACH LUMBER COMPANY	1,446		100.00							1,446
VAN WINGERDEN INTERNATL	1,444		100.00					1,444		
BERGER BROTHERS INC	1,440	1,899	20.30-			1,440				
FULLER INDUSTRIES	1,438	2,117	32.00-	149		1,289				
MONCRIF WHOLESAL GREENHS	1,430	826	73.10					1,430		
PLIBRICE COMPANY	1,430	660	116.60			1,430				
CLARK ASBESTOS CO	1,430	179	698.80						1,430	
MERRIMACK FARMERS EXC	1,429	2,097	31.80-	936				493		
KIMBRELL RUFFER LUMBER CO	1,427	1,028	38.80			1,427				
VON TOBEL LUMBER CO INC	1,424	4,338	67.10-			1,424				
NODACK COMPANY	1,422		100.00			1,422				
BUILDING MATERIALS INC	1,421		100.00	147				1,274		
FROST PAINT & OIL CO	1,418	413	243.30			1,418				
CLIFFETTS AUTO SERVICE	1,417		100.00						1,417	
GERHOLD CONCRETE PROD CO	1,416	1,502	5.70-	910						506

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CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N		
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R N	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E O R E C O N C
BIG APPLE FARM SUPPLY CO	170	155	9.60					170	
JOHNSON PAINT & WALLPAPER	170	130	30.70					170	
HALL BROS LUMBER CO	170	117	45.20						170
U S DEPT OF AGRICULTURE	170	73	132.80					37	133
BOND HOWELL LUMBER CO	170		100.00					170	
SUNLAND BUILDERS	170		100.00						170
CALVIN D KINSMAN	169	431	60.70-					169	
GABLES INC	169	115	46.90	33				136	
SCHAEFERKOEETTER	169	54	212.90					163	6
BURKE CONCRETE ACCESSORIE	168	20	740.00	168					
FLANDERS BROS	168		100.00						168
JOHN S LANE & SONS CONCR	168		100.00	168					
ROTTER MASONRY CO	168		100.00	168					
YALE RUBBER MFG CO	168		100.00	168					
AUTOMATION PRODUCTS INC	166		100.00						166
HARBISON WALKER CO	166		100.00	100				66	
AUGUST ROBBEN SONS INC	165	310	46.70-					165	
CHARLIE WOOD INC	165	116	42.20						165
ANCHORAGE OUTBOARD	165		100.00						165
COOPER & WEIR INC	165		100.00	165					
INTERLAKE STEEL CO	165		100.00	165					
R & R SUPPLY CO INC	164	155	5.80						164
C M LONG CO	164	81	102.40						164
T P THOMAS PLASTIKRAFT	163	287	43.20-						163

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

ELGRIN PAINT CO	152	95	60.00	152					
CHEMICAL SAMPLES CO	152	76	100.00	114				38	
ARCHDALE INSULATION	152		100.00	84			68		
W E BAKER & SON BLDG MAT	152		100.00					152	
LONGWEAR PAINT INC	152		100.00				152		
INDEPENDENT LUMBER CO	151	402	62.40-				151		
J F PRUNIER & SONS	150	1,130	86.70-	150					
THE GILBERT & BENNETT	150	165	9.00-	150					
WELBORN INSULATION CO	150	66	127.20	150					
WESTINGHOUSE ELECTRIC COR	150	34	341.10	150					
MR PETER MOYER	150		100.00					150	
ALUMINUM CO OF AMERICA	150		100.00	150					150
MR ANDERS LETMULIE	150		100.00						
MONTANO BROTHERS PLASTER	150		100.00	150					
PYRAMID LUMBER CO	150		100.00	150					
TROPICAL ASPHALT PROD	150		100.00				150		
UNIVERSAL CERAMICS	150		100.00	150					
MR PETER MOYER	150		100.00					150	
W R GRACE CO	150		100.00	150					
SOULT WHOLESALE CO	149	644	76.80-	149					
KIRCHENBAUER	149		100.00				149		
ERB RESTRICK LUMBER CO	149		100.00	149					
RICHARD SANDERS CONST	149		100.00					149	
MONTGOMERY BLDG SUPPLY	148	1,257	88.20-				148		

CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N				
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E	O R E	C O N C

DEALERS SUPPLY CO	78		100.00		78						
FLOYDS NURSERY	78		100.00		78						
GENIE TOY COMPANY	78		100.00		78						
KASEY PAINT CO	78		100.00		78						
KOLBE PAINT CO	78		100.00		78						
HAROLD PETERSON & SON	78		100.00		78						
PITTSBURGH PLATE GLASS CO	78		100.00		78						
CROWLEY MILNER CO	77		100.00		77						
DOZIER & GAY PAINT CO	77		100.00		77						
WALSH REFRACTORIES CORP	77		100.00		77						
ABERDEEN SUPPLY CO	76	82	7.30-		76						
METALCOTE GREASE & OIL CO	76	30	153.30		76						
ALL FIELD INSULATION CO	76		100.00		76						
J R GROSSMEYER LUMBER CO	76		100.00		76						
MANIS WHOLESALE CO	76		100.00		76						
STEINKELLNER PAINT CO	76		100.00		76						
W R GRACE & CO	76		100.00		57						
GENERAL INSULATING CO	75	1,230	93.90-		75						
AVONDALE SHIPYARDS INC	75	273	72.50-		75						
MONROE BLDG SUPPLY CO	75	215	65.10-		75						
HEDGECOCK BUILDERS SUP CO	75	70	7.10		75						
MERCK & CO INC	75	38	97.30		75						
REVELLE LUMBER CO	75	37	102.70		75						
FISHER SCIENTIFIC CO	75		100.00		75						

CUSTOMER NAME	S A L E CURR YEAR	D O L L A R S PRIOR YEAR	% INCREASE	P R O D U C T EXP/VERM	G R O U P PERLITE	S A L E S GLASS FIBER	D O L L A R TERRA-LITE	B R E A K D O W N AG PROD	P O L Y S T Y R E N E ORE CONC
YOUNG FURNACE CO	9	100.00	9						
ELECTRIC HEATING	8	320	97.50-						8
BREEDING INSULATION CO	8	317	97.40-						8
BRUNING PAINT CO	8	13	38.40-						8
LAWSON & SWAIN	8	11	27.20-						8
AMERICAN CYANAMID CO	8	100.00	8						
CLAIRMONT DISPLAY CO	8	100.00							8
HOMETOWN INC	8	100.00	8						
J J KENNEDY & SONS	8	100.00							8
MIDWEST COLOR CARD INC	8	100.00							8
WILSON CONCRETE CO	8	100.00							8
W R GRACE & CO	7	2,805	99.70-						7
PROCTOR FLOOR & WALL CO	7	10.00							7
VILLAGE OF NEWARK	7	100.00	7						
BROADWATER'S HARDWARE	6	264	97.70-						6
CUSTOM PORTABLE FIREPLACE	6	20	70.00-						6
ADVANCE COATINGS CO	6	8	25.00-						6
VANGUARD ENGRG CO INC	6	2	200.00						6
A BORCHMAN SONS CO	6	100.00	6						6
BOREN LUMBER CO	6	100.00	6						6
GENERAL PAINT & CHEMICAL	6	100.00	6						6
M F A COOP ASSOC	6	100.00	6						6
PITTSBURGH PLATE GLASS	6	100.00	6						6
WILLIAM H PORTER	6	100.00	6						6

CUSTOMER NAME	SALES CURR YEAR	INCREASE PRIOR YEAR	% INCREASE	PRODUCT GROUP	SALES DOLLAR	BREAKDOWN
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U S STEEL CORP	13,428	100.00-		EXP/VERM	GLASS FIBER TERRA-LITE	AG PROD POLYSTYRENE ORE CONC
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GROOMES CORPORATION	13,125	100.00-				
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U S GYPSUM CO	12,463	100.00-				
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RESERVE SUP CORP	11,175	100.00-				
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AGWAY INC	9,934	100.00-				
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FISCHER LIME & CEMENT CO	9,649	100.00-				
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FISCHER LIME & CEMENT CO	9,479	100.00-				
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MATERIAL DIST INC	9,339	100.00-				
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EAST SIDE LUMBERYARD SPLY	9,312	100.00-				
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KOPPERS CO INC	8,407	100.00-				
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GUY C LONG INC	7,875	100.00-				
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COST BROS INC	7,615	100.00-				
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VERMICULITE OF JAPAN LTD	7,436	100.00-				
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SEARS ROEBUCK & CO	7,367	100.00-				
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OSSEO CONCRETE CO	7,296	100.00-				
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AUSTIN CO	7,250	100.00-				
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EAGLE LUMBER DL SUPPLY	7,145	100.00-				
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MELPAR INC ACC PAYABLE	7,069	100.00-				
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HOGG-WARREN-ZIMMERMAN	7,005	100.00-				
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WHARTON SUPPLY CO	6,883	100.00-				
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ANNING JOHNSON INTERNATL	6,700	100.00-				
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KRADLE BUILDING SERVICE	6,275	100.00-				
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EAGLE LUMBER DEALERS	6,020	100.00-				
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ANTHONY BROS LUMBER & SUP	5,896	100.00-				
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UNDER 10,000

CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N				
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E E M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E	O R E	C O N C

U S G Y P S U M C O	5,789	100.00-
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CLAREDON INC	5,714	100.00-
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J-M SALES PROD CORP	5,655	100.00-
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ARI-ZONOLITE CO	5,487	100.00-
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WILSON BROTHERS CO	5,163	100.00-
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CHAS PEIZER & CO INC	5,115	100.00-
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MANGANERO BROS	5,114	100.00-
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PARKER FALLES	5,060	100.00-
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FULSON INC	4,912	100.00-
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WILSON TOMER FERTILIZER C	4,860	100.00-
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GABLE ROOFING CO INC	4,830	100.00-
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REYNOLDS PLASTER&ROOF	4,622	100.00-
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W E DOLL CO INC	4,591	100.00-
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ARROW BLDGS	4,582	100.00-
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ANNING JOHNSON CO	4,560	100.00-
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U S STEEL CORP	4,516	100.00-
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TEMPRITE PROD CORP	4,500	100.00-
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METAL BLDG ERECTION & SPL	4,173	100.00-
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SWIFT & CO	4,123	100.00-
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L&L SUPPLY COMPANY	4,088	100.00-
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BIDDLE PURCHASING CO	4,076	100.00-
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SPENCER E WHITE & SON	4,050	100.00-
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YUKON LUMBER CO	3,970	100.00-
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TENNESSEE ZONOLITE CO	3,867	100.00-
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WRG 05796

CUSTOMER NAME S A L E D O L L A R S % P R O D U C T G R O U P S A L E S D O L L A R B R E A K D O W N
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

H J ALBERT PLASTERING CO 3,853 100.00-

PATTERSON SHIP YARD 3,846 100.00-

HOGG-WARREN-ZIMMERMANN CO 3,840 100.00-

ASSOCIATED PFISTER GROWER 3,822 100.00-

W R GRACE 3,748 100.00-

PARKER FALLAS INSULATION 3,686 100.00-

RICHARD CONTRACTORS 3,686 100.00-

WHITSON INSULATION CO 3,673 100.00-

MATERIAL DIST INC 3,651 100.00-

GERHOLD CONCRETE 3,650 100.00-

FORTIS SUPPLY CO 3,601 100.00-

H R BAY 3,544 100.00-

ANNING JOHNSON 3,492 100.00-

FLA AGRICULTURAL CHEM CO 3,479 100.00-

CULP BROS 3,454 100.00-

BURKE LUMBER CO 3,422 100.00-

CAPITOL VALLEY CONTRACTOR 3,399 100.00-

GEO A CANTRICK CO 3,395 100.00-

HINTON BUILDERS SUPPLY CO 3,370 100.00-

TWIN VALLEY ALUM CO INC 3,346 100.00-

KOST BROTHERS 3,335 100.00-

THE CELOTEX CORP 3,292 100.00-

PENINSULA DISTRIBUTORS 3,275 100.00-

LOW TEMP INSULATIONS INC 3,253 100.00-

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN
 CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

GEORGIA PACIFIC CORP	2,679	100.00-
FLA INSULATION CO TAMPA	2,651	100.00-
AGWAY INC	2,579	100.00-
NEGWER FUEL & MATERIAL CO	2,578	100.00-
RALPH A HADDAD & CO	2,529	100.00-
U S STEEL CORP	2,490	100.00-
EAGLE LUMBER DEALERS	2,477	100.00-
BEST BLOCK CO	2,470	100.00-
INTERSTATE BUILDING SPECI	2,460	100.00-
SWIFT CO	2,450	100.00-
SUBURBAN HARDWARE CO	2,421	100.00-
YANKEE DISTURBUTORS INC	2,400	100.00-
RIDER LBR CO	2,331	100.00-
HASS WHOLESALE INC	2,373	100.00-
S E BENNETT SUPPLY	2,368	100.00-
BATON ROUGE SUPPLY CO	2,353	100.00-
EAST SIDE LUMBERYARD S	2,350	100.00-
COUCH READY MIX	2,345	100.00-
FARM BUREAU CONP	2,340	100.00-
CAMP BLOX INC	2,325	100.00-
EMERSON CO	2,294	100.00-
CRIBBS INC	2,273	100.00-
LUCAS BLDG SUPPLY CO	2,267	100.00-
SHAW MINNKO	2,254	100.00-

WRG 05798

CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N				
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E	O R E	C O N C

JOHNS-MANVILLE SALES CORP	1,255	100.00-
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WESTERN MATERIAL CO	1,250	100.00-
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PAGE WHOLESALE BUILDING	1,247	100.00-
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GASTON LUMBER & SUPP CO	1,243	100.00-
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GEORGIA-PACIFIC CORP	1,240	100.00-
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TANDY IND INC	1,235	100.00-
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STANLEY W BOWLES CORP	1,228	100.00-
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F ULMER LUMBER CO	1,219	100.00-
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R W DIOSCHUNEIT INC	1,200	100.00-
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RUSSEL PLASTERING	1,230	100.00-
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K VAN BOURSSENDIEN INC	1,200	100.00-
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NICOLET INDUSTRIES INC	1,198	100.00-
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LANDERS & BARKER LMB CO	1,197	100.00-
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SAN-VEL CONCRETE COR	1,196	100.00-
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GREENSBURG LUMBER CO INC	1,190	100.00-
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ACCOUSTI ENG CO OF FLA	1,182	100.00-
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C W FOLTZ CONTRACTOR	1,170	100.00-
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RED OWL STORES INC	1,170	100.00-
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MISSOURI FARMERS ASSN	1,168	100.00-
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LOW TEMP	1,156	100.00-
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FAIRVIEW GREENHOUSES	1,155	100.00-
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FURSTENBURG BROS	1,153	100.00-
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WINNSBORO BLDG SUPPLY CO	1,148	100.00-
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INDIANAPOLIS BRICKCRETE	1,147	100.00-
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WRG 05799

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAK DOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

WOODRUFF CONCRETE CO 54 100.00-

AMERICAN LUMBER CO 52 100.00-

HAROLDS WHOLESALE SPLY 52 100.00-

PIONEER LUMBER 52 100.00-

R J THOMPSON 52 100.00-

PITTSBURGH PAINT CENTER 51 100.00-

POLYPLASTEX-UNITED INC 51 100.00-

CLEMSON UNIVERSITY 50 100.00-

DAMIANOS & PEDONE ARCHTS 50 100.00-

FOWEUTO INTERNACIOL 50 100.00-

RICHARD GONZALEZ 50 100.00-

NIELSEN PLASTERING CO 50 100.00-

PRIBIL DISPLAY 50 100.00-

WESTSIDE ADM & BLDG SUPL 50 100.00-

DIVERSIFIED SERVICE 49 100.00-

HERMAN P GILDER 49 100.00-

METRO GLASS CO 49 100.00-

BROCK WHITE CO 48 100.00-

OWENS CORNING FIBERGLASS 48 100.00-

TRIANGLE SERVICE CORP 48 100.00-

CHURCH OF THE NAZARENE 47 100.00-

EASTERN REFRACTORIES CO 47 100.00-

SUN COAST TILE CO 47 100.00-

JOSEPH L CAVENDER 46 100.00-

CUSTOMER NAME SALE DOLLARS % PRODUCT GROUP SALES DOLLAR BREAKDOWN
CURR YEAR PRIOR YEAR INCREASE EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

PHILLIPS FIBERS CORP 17 100.00-

CHRIS CRAFT 16- 100.00-

ATLAS BLOC CO 16 100.00-

BAIRD BRICKLAYERS 16 100.00-

BUTCHER LAYFIELD LUMBER 16 100.00-

GENERAL INSULATING CORP 16 100.00-

JOHNS MANVILLE CO 16 100.00-

PUTNAM & HOWLEY LUMBER CO 16 100.00-

SOUTHERN ILL UNIV 16 100.00-

SUPERIOR TILE CO 16 100.00-

WASHINGTON UNIV 16 100.00-

WILKERSON LUMBER CO 16 100.00-

ATLANTIC PAINT MFG CO 15 100.00-

BOND-HOWELL LUMBER CO 15 100.00-

MARGIE BORKLAND 15 100.00-

CHICOPEE MANUFACTURING CO 15 100.00-

NASA ELECTRONICS RESEARCH 15 100.00-

N AMERICAN REFRACTORIES 15 100.00-

N AMERICAN REFRACTORIES 15 100.00-

PERMLASTIC PRODUCTS CO 15 100.00-

UNIVERSAL MFG CORP 15 100.00-

WAUKESHA FOUNDRY CO 15 100.00-

BACHS BUILDING SUPPLY 14 100.00-

CLARK ST FLORIST 14 100.00-

ZONOLITE LEADING CUSTOMER REPORT				JUNE 30, 1969	PAGE 233
UNDER 10,000					
CUSTOMER NAME	SALE DOLLARS	% INCREASE	PRODUCT	GROUP	SALES DOLLAR BREAK DOWN
	CURR YEAR	PRIOR YEAR	EXP/VERM	PERLITE	GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
KAISER REFRACTORIES	11	100.00-			
OWENS & SON INC	11	100.00-			
PAUL & KITS GREENHOUSE	11	100.00-			
REEF INDUSTRIES INC	11	100.00-			
RIESENBERG COAL CO	10-	100.00-			
TITUS-VAN NESS CO	10-	100.00-			
AAA PLASTERING CO	10	100.00-			
ALUM CO OF AM ALCOA RES	10	100.00-			
W ATLEE BURPEE CO	10	100.00-			
FARMERS COOP LUMBER	10	100.00-			
GRANDE VALLEY PRODUCTS	10	100.00-			
PITTSBURGH CORNING CORP	10	100.00-			
DEWITT SMITH	10	100.00-			
SD MILWAUKEE LIME & CEMEN	10	100.00-			
ATLANTIC CONCRETE CO	9	100.00-			
BABCOCK & WILCOX	9	100.00-			
BROWN INSULATION CO	9	100.00-			
CITY ART MUSEUM	9	100.00-			
GEARE TILE INC	9	100.00-			
MARSHALL-WELLS PAINT INC	9	100.00-			
JOHN RICHARDSON	9	100.00-			
MR JACK CARROLLTON	8-	100.00-			
FRONTIER LUMBER CO	8-	100.00-			
WM COOPER & NEPHEWS	8	100.00-			

UNDER 10,000

CUSTOMER NAME	S A L E D O L L A R S	P R O D U C T G R O U P	S A L F S D O L L A R B R E A K D O W N
	CURR YEAR PRIOR YEAR INCREASE	EXP/VERM PERLITE	GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

KERSTEN PAINT CO	6	100.00-	
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NATIONAL STANDARD CO	6	100.00-	
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SISCO OF WISCONSIN	6	100.00-	
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ALLISON	5	100.00-	
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CLARK HARDWARE	5	100.00-	
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GENERAL MOTORS	5	100.00-	
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LOCKLEY MACHINE COMPANY	5	100.00-	
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PEDMA CHEMICAL PROD	5	100.00-	
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URETHANE RESEARCH INC	5	100.00-	
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W R GRACE	5	100.00-	
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WEST ALLIS LIME & CEMENT	4	100.00-	
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ARTISTIC ENTERPRISE	4	100.00-	
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JOHNSON PAINT &	4	100.00-	
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MARINE BIOLOGICAL LAB	4	100.00-	
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MAJOR JOHN E MURNANE	4	100.00-	
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PARK FLORIST	4	100.00-	
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SOUTHERN ALUM FINISHING	4	100.00-	
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CALLAWAY GARDENS	3	100.00-	
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NATIONAL READY MIX	3	100.00-	
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ASBURY GRAPHITE	2	100.00-	
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HADLEY ADHESIVE & CHEM	2	100.00-	
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MCMASTER CARR SUPPLY CO	2	100.00-	
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THE MONTGOMERY CO	2	100.00-	
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IVERS WORMAS	2	100.00-	
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WRG 05803

CUSTOMER NAME
 SALE DOLLARS
 CURRENT YEAR PRIOR YEAR INCREASE
 PRODUCT GROUP
 PERCENT
 TERRA-LITE
 AG PROD
 POLYSTYRENE
 ORE CONC

CORMAN GROSS READY MIX INC

CARL GRAHAM PAINT & CO

MAR J GREENHOUSE SUPPLIES

GREENVILLE LUMBER CO

GREYSTONE CONCRETE PROD

GROSS YOWELL LUMBER CO

GROVES FANCY FERN CO

GUARANTEED INSULATION CO

GURLEE MFG CO

GYPSON SERVICE CO

H & B MASONRY

H & D PLASTERING CO

H & R AUTO SUPPLY

HAFF & HOWARD INC

HALL CONCRETE PROD INC

FLORAL & DECORATOR SUPPLY

HAMPTON ELECTRIC CO

JOHN H HAMPSHIRE CO

HANCOCK COUNTY FARM CORP

THE HANNA PAINT MFG CO

HANDOVER SUPPLY CO INC

HARBISON WALKER REFRACT

HARBOR BEACH FLORIST

HARDWICK BLOCK & TILE CO

ZONOLITE LEADING CUSTOMER REPORT											
25,000 TO 49,999											
JUNE 30, 1969											
PAGE 4											
CUSTOMER NAME	S A L E	D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N			
	C U R R	Y E A R	P R I O R	Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E O R E C O N C
C B STAELENS CO	33,495	38,107	12.10-	31,724							1,771
SHIELDS INC	32,520	3,767	763.20	32,191			329				
S E ROOF DECKS INC	32,412	51,070	36.50-	30,692	13						1,707
BANDY LIGHT WT ROOFING CO	32,253	14,709	119.20	9,022	22	21,066					2,143
B E KING ASSOCIATES	31,620	1,409	2144.10	31,620							
J W DELAHOUSSEY PLASTER	31,275	33,359	6.20-	31,275							
FISCHER LIME & CEMENT CO	30,923	10,166	204.10	30,066	59						798
HENDERSON-JOHNSON CO INC	30,674	12,233	150.70	28,208		164					2,302
INTERNATIONAL MINERAL &	30,192	1,093	2662.30				135	30,057			
EVANS & RETTING LUMBER CO	29,672	25,212	17.60	18,220		1,328					10,124
LUMBERMANS MERCHANISING CO	29,434	20,765	41.70	28,667			106				661
JOHNSON BLDG MATERIALS	29,279	21,688	35.00	19,221		18					10,040
UNION ROOFING & PAPER CO	29,200	40,253	27.40-	11,656		162	210				17,172
DEALERS WAREHOUSE CO	29,109	29,489	1.20-	5,896		18,727					4,486
BYERS LUMBER COMPANY	28,827	26,232	9.80	7,786	281	17,029					3,731
F J A CHRISTIANSON ROOF	28,612		100.00	3,924	15,912						8,776
WOOD PRODUCTS COMPANY	28,558	22,717	25.70	6,709	54	18,015					3,780
ALLIANCE WHOLESALERS INC	28,434	28,845	1.40-	4,132		20,806					3,496
GIBBONS CO INC	28,322	16,893	67.60	8,904	136	16,624					2,658
SAVANNAH DRY WALL CO	28,296	21,529	31.40			28,296					
HARDWARE WHOLESALERS INC	28,213	21,273	32.60	13,059		13,826					1,328
H C BUCHANAN CONCRETE CO	27,881	32,471	14.10-	25,458							2,423
W R GRACE & CO	27,345	20,830	31.20							27,345	
UNITED INSULATED STRUCT	26,926	8,865	203.70								26,926

ZONOLITE LEADING CUSTOMER REPORT										JUNE 30,1969	PAGE 8
10,000 TO 24,999											
CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N				
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E	O R E C O N C	
LUMBERMANS SUPPLY CO	16,248	19,355	16.00-	8,569	212	4,533				2,934	
ROOF DECK CONST & SUPPLY	15,996	6,688	139.10	15,996							
SENTELL SUPPLY CO INC	15,725	2,557	514.90	8,607	3,831	2,946				341	
IOWA LUMBER & SUPPLY CO	15,619	2,004	679.30	15,075	81					463	
WEST COAST INSULATIONCO	15,365	681	2156.20	915		12,663				1,787	
MERRYWEATHER FOAM LATEX	15,343	4,335	253.90							15,343	
MAULDIN-BURNS CORP	15,136		100.00							15,136	
CLEVELAND BLDGS SUPPLY CO	15,060	12,507	20.40							15,060	
UNION ROOFING OF VIRGINIA	14,928	5,496	171.60	14,273	98					557	
BROCK WHITE COMPANY	14,551	12,633	15.10	14,551							
F W BOLGIANO & CO	14,533	8,185	77.50	188		12,995	1,350				
GARDEN & TURF SUPP	14,528	19,028	23.60-	95		14,433					
REILLY-BENTON CO INC	14,343	7,333	95.50							14,343	
LUMBER DEALERS SUPPLY	14,343		100.00	6,093	99	6,271				1,880	
C W KIRKLAND CO	14,329	24,278	40.90-	13,161	713					455	
BERTI CO	14,326	30,935	53.60-	14,326							
VERMICULITE INTERMT INC	14,321	13,126	9.10			53				14,268	
MONTGOMERY WHSLE SUPPLY	14,090	9,438	49.20	580		13,330	.180				
PROKO CO OF INDIANA	13,960	9,438	47.90	13,960							
WICKES CORP	13,783	11,467	20.10							13,783	
KNOX FERTILIZER CO	13,638	21,334	36.00-			13,638					
BUCKLEY CONSTRUCTION IND	13,521	2,805	382.00	9,172						4,349	
THE CELOTEX CORP	13,439	2,092	542.30			620				12,819	
STRINGFELLOW SUPPLY CO	13,244	10,008	32.30	723		12,070				451	

ZONOLITE LEADING CUSTOMER REPORT										JUNE 30, 1969		PAGE 10	
10,000 TO 24,999													
CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S	D O L L A R	B R E A K D O W N						
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R M	P E R L I T E	G L A S S F I B E R	T E R R A - L I T E	A G	P R O D	P O L Y S T Y R E N E	O R E	C O N C	
SOUTHERN INSULATION CO	11,333	7,322	54.70										11,333
JOHNS-MANVILLE CORP	11,218		100.00		90								11,128
CONSTRUCTION PLASTICS	11,205	21,322	47.40-		7,139								4,066
SPECIALTIES INC	11,137	4,444	150.60		10,904								233
JOHN D BRUSH INC	11,116	8,988	23.60		11,116								
MIDWEST LUMBER & SUPPLY	11,108	5,348	107.70		9,690		74						1,344
B M D CORP	11,059	8,534	29.50		2,305		8		8,513				233
MATERIAL SUPPLY CO	10,973	11,798	6.90-		5,609								5,364
TAUSCHER ROOF DECK CO	10,959	13,163	16.70-		10,135								824
DRYWALL SUPPLY CO	10,934	3,030	260.80		7,886		3,048						
ALLIED CONSTRUCTION SER	10,800		100.00		10,800								
WALDO BROS CO	10,785	4,000	169.60		6,383				4,402				
INLAND DISTRIBUTING CORP	10,629		100.00		7,898				2,731				
V-G SUPPLY CO	10,618	11,352	6.40-		630				9,988				
LOW TEMP INSULATION INC	10,587	1,193	787.40										10,587
HAMPSHIRE CHEMICAL CO	10,542	8,885	18.60						10,542				
MORGAN ROOF DECK CO	10,448	13,074	20.00-		10,448								
ROUNDS & PORTER CO	10,436	17,079	38.80-		10,436								
GENESSEE RESERVE SUPP CO	10,297	9,770	5.30		7,225				2,541				531
DIXIE WHSLE	10,276	3,912	162.60		3,120				7,156				
VICTOR H LEEBY CO	10,242	3,830	167.40		3,946		6,296						
SOUTHERN WHOLESALE LUMBER	10,235	9,760	4.80		7,899		531		780		7		1,018
WINDHAM LUMBER OC	10,233	4,860	110.50						10,233				
THERMAL ACOUSTICS CORP	10,231	15,386	33.50-		363				9,868				

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CUSTOMER NAME	S A L E CURR YEAR PRIOR YEAR INCREASE %	P R O D U C T EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
HURSH COAL & SUPPLY CO	2,536 2,570 1.30-	1,106 41 1,389
THE PETER KUNTZ CO	2,533 3,852 34.20-	2,392 141
FINLAM LUMBER CO	2,524 4,084 38.10-	2,067 457
CHARDON LUMBER	2,524 2,718 7.10-	384 2,140
THE CELOTEX CORP	2,520 21,269 88.10-	2,520
BIG HORN GYPSUM CO	2,520 2,763 8.70-	2,520
F E WHEATON&CO	2,519 904 178.60	2,519
JARVIS INTNL INC	2,516 100.00	2,516
KELLOGG SEED CO	2,515 502 400.90	2,515
NEW SMYRNA BLDG SUPPLY	2,514 1,061 136.90	1,433 561 479 41
L & E T PLASTERING	2,513 2,840 11.50-	2,513
BILTON INSULATION & SUPP	2,510 2,295 9.30	2,510
PENNINSULA DISTRIBUTING	2,509 960 161.30	6 2,503
FAIRFIELD RESERVE SUPPLY	2,509 721 247.90	1,903 88 518
IOWA & ILLINOIS CONCRETE	2,508 100.00	2,508
ASCENSION SHEET METAL WRK	2,507 2,876 12.80-	2,507
REED LUMBER COMPANY	2,500 5,153 51.40-	425 1,980 95
SPECIALTY CONTRACTORS INC	2,499 1,536 62.60	2,499
BLOG PROD SUPPLY CO INC	2,491 763 226.40	2,416 75
DEANS SPECIALTY SUPPLY CO	2,491 100.00	2,491
RITE PRICE LUMBER CO	2,490 1,646 51.20	2,490
DAVIDSON LUMBER CO	2,487 1,180 110.70	238 54 2,195
WICKES LUMBER DC	2,485 995 149.70	2,485
MURPHY CHEVROLET INC	2,484 900 176.00	2,484

CUSTOMER NAME	S A L E D O L L A R S		P R O D U C T	G R O U P S A L E S		D O L L A R	B R E A K D O W N		
	C U R R Y E A R	P R I O R Y E A R		% I N C R E A S E	E X P / V E R M			P E R L I T E	G L A S S F I B E R
GEORGE CLEMENTS	38	138	72.40-	38					
JO-OTT PAINTING CO	38	125	69.60-	38					
WHIT DAVIS LUMBER CO	38	64	40.60-				38		
H B FULLER CO	38	30	26.60	38					
TAG - RC	38	19	100.00				38		
ALLOY ENGINEERING & CAST	38		100.00	38					
DIXIE GREENHOUSES	38		100.00				38		
NATIONAL BISCUIT CO	38		100.00	38					
OILWELL DIVISION IMPER WK	38		100.00				38		
RE-TRAC MFG CO	38		100.00				38		
SOUTHWEST GREASE & OIL CO	38		100.00	38					
KEMPER LUMBER CO	37	2,037	98.10-				37		
LAKESIDE LUMBER CO	37		100.00	37					
OWENS CORNING	37		100.00				37		
F B WRIGHT CO	37		100.00				37		
VANPORT SAND & GRAVEL INC	36	144	75.00-				36		
HARTING SUPPLY COMPANY	36	59	38.90-			36			
MANDARIN LUMBER &	36	49	26.50-			36			
MT CHEMICALS INC	36	12	200.00	36					
ANNISTON PAINT & GLASS	36		100.00	36					
HAROLD O BISHOP	36		100.00			36			
EPRO INC	36		100.00	18			18		
M D M MFG CO	36		100.00	36					
UNION HATCHERY	35	162	78.30-				35		

ZONOLITE LEADING CUSTOMER REPORT				JUNE 30, 1969	PAGE 176
UNDER 10,000					
CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T G R O U P	S A L E S D O L L A R	B R E A K D O W N
	CURR YEAR	PRIOR YEAR	INCREASE	EXP/VERM	PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC
U S GYPSUM CO	5,789	100.00-			
CLAREDON INC	5,714	100.00-			
J-M SALES PROD CORP	5,655	100.00-			
ARI-ZONOLITE CO	5,487	100.00-			
WILSON BROTHERS CO	5,163	100.00-			
CHAS PFIZER & CO INC	5,115	100.00-			
MANGANERO BROS	5,114	100.00-			
PARKER FALLES	5,060	100.00-			
FULSON INC	4,912	100.00-			
WILSON TOMER FERTILIZER C	4,860	100.00-			
GABLE ROOFING CO INC	4,830	100.00-			
REYNOLDS PLASTER&ROOF	4,622	100.00-			
W E DOLL CO INC	4,591	100.00-			
ARROW BLDRS	4,582	100.00-			
ANNING JOHNSON CO	4,560	100.00-			
U S STEEL CORP	4,506	100.00-			
TEMPRITE PROD CORP	4,500	100.00-			
METAL BLDG ERECTION & SPL	4,173	100.00-			
SWIFT & CO	4,123	100.00-			
LEL SUPPLY COMPANY	4,088	100.00-			
BIDDLE PURCHASING CO	4,076	100.00-			
SPENCER E WHITE & SON	4,050	100.00-			
7 YUKON LUMBER CO	3,970	100.00-			
6 TENNESSEE ZONOLITE CO	3,867	100.00-			
5					
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ZONOLITE LEADING CUSTOMER REPORT
UNDER 10,000

CUSTOMER NAME	S A L E D O L L A R S	%	P R O D U C T	G R O U P	S A L E S D O L L A R	B R E A K D O W N			
	C U R R Y E A R	P R I O R Y E A R	I N C R E A S E	E X P / V E R H	P E R L I T E	G L A S S F I B E R T E R R A - L I T E	A G P R O D	P O L Y S T Y R E N E	O R E C O N C

GEORGIA PACIFIC CORP	2,679	100.00-
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FLA INSULATION CO TAMPA	2,651	100.00-
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AGWAY INC	2,579	100.00-
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NEGHER FUEL & MATERIAL CO	2,578	100.00-
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RALPH A HADDAD & CO	2,529	100.00-
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U S STEEL CORP	2,490	100.00-
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EAGLE LUMBER DEALERS	2,477	100.00-
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BEST BLOCK CO	2,470	100.00-
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INTERSTATE BUILDING SPECL	2,460	100.00-
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SWIFT CO	2,450	100.00-
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SUBURBAN HARDWARE CO	2,421	100.00-
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YANKEE DISTURBUTORS INC	2,400	100.00-
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RIDER LBR CO	2,381	100.00-
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MASS WHOLESALE INC	2,373	100.00-
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S E BENNETT SUPPLY	2,368	100.00-
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BATON ROUGE SUPPLY CO	2,353	100.00-
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EAST SIDE LUMBERYARD S	2,350	100.00-
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COUCH READY MIX	2,345	100.00-
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FARM BUREAU COOP	2,340	100.00-
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CAMP BLOX INC	2,325	100.00-
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EMERSON CO	2,294	100.00-
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CRIBBS INC	2,273	100.00-
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7 LUCAS BLDG SUPPLY CO	2,267	100.00-
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6 SHAW MINNKO	2,254	100.00-
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CUSTOMER NAME	S A L E D O L L A R S		P R O D U C T G R O U P	S A L E S D O L L A R		B R E A K D O W N
	C U R R Y E A R	P R I O R Y E A R		EXP/VERM	PERLITE	
COSSITT CONCRETE PROD	459	100.00-				POLYSTYRENE ORE CONC
CROSS SEED CO	459	100.00-				
BUILDING MATERIALS INC AK	455	100.00-				
F FROST GREENHOUSE	452	100.00-				
ALUMINUM CO OF AMERICA	450	100.00-				
MOOD & MOOD LBR CO	450	100.00-				
SMITH CORP	450	100.00-				
BUILDING MATERIALS INC	449	100.00-				
ROBERTS CASHWAY LUMBER	449	100.00-				
PENNINGTON GRAIN SEED	443	100.00-				
LEONARDS BRICK & CONCRETE	442	100.00-				
MERAMEC VALLEY BLOCK CO	442	100.00-				
C & S REFRIGERATION	440	100.00-				
HENLEY LUNDGREN	437	100.00-				
CENTRAL ACOUSTIC & INS	436	100.00-				
CLONGER BUICK OLDS CO	436	100.00-				
BURRELL CONS & SUPPLY CO	435	100.00-				
OWENS CORNING FIBERGLASS	435	100.00-				
SWINNIE SUPPLY CO	435	100.00-				
WAGONER BROS CO	435	100.00-				
ANNEEWAKEE FOUNDATION	433	100.00-				
FERRIS LUNSFORD	433	100.00-				
7 MASSARO BROTHERS	433	100.00-				
8 INDEPENDENT MATLS CO	429	100.00-				

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CUSTOMER NAME	S A L E D O L L A R S		P R O D U C T G R O U P	S A L E S D O L L A R B R E A K D O W N							
	C U R R Y E A R	P R I O R Y E A R		I N C R E A S E	EXP/VERM	PERLITE	GLASS FIBER	TERRA-LITE	AG PROD	POLYSTYRENE	ORE CONC
KING BRICK & PIPE CO	145	100.00-									
C THAD MONTGOMERY & SONS	145	100.00-									
STAUFFER CHEMICAL	144-	100.00-									
CATALYST RESEARCH CORP	144	100.00-									
C L CANNON & SONS CO	143	100.00-									
JOHN H WITTE & SONS	143	100.00-									
CANTRELL LBR CO	142	100.00-									
BRAUN PAINT CO	141	100.00-									
MECKLEM BROTHERS	141	100.00-									
ITVENUS CONSTR CO	140	100.00-									
LEO'S MASONRY	140	100.00-									
PENN POWER CO	140	100.00-									
REISTERTOWN LUMBER CO	140	100.00-									
GENERAL REFRACTORIES	138	100.00-									
MANER BUILDERS SUPPLY CO	138	100.00-									
J C REYNOLDS CONTRACTORS	138	100.00-									
CHEROKEE INSULATION CO	137	100.00-									
INTERNATIONAL MINERALS &	137	100.00-									
G F LEAGUE MFG CO	135	100.00-									
HIGHLAND BUILDERS SUPPLY	135	100.00-									
LACHIN & MCCAUSLAND	135	100.00-									
OELAND SIMPSON LUMBER	135	100.00-									
THE T L SMITH CO	135	100.00-									
THOMAS LUMBER & HARDWARE	135	100.00-									

UNDER 10,000

CUSTOMER NAME	SALE DOLLARS	%	PRODUCT GROUP	SALES DOLLAR BREAK DOWN
	CURR YEAR	PRIOR YEAR	INCREASE	EXP/VERM PERLITE GLASS FIBER TERRA-LITE AG PROD POLYSTYRENE ORE CONC

WOODRUFF CONCRETE CO	53	100.00-
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AMERICAN LUMBER CO	52	100.00-
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HAROLDS WHOLESALE SPLY	52	100.00-
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PIONEER LUMBER	52	100.00-
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R J THOMPSON	52	100.00-
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PITTSBURGH PAINT CENTER	51	100.00-
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POLYPLASTEX-UNITED INC	51	100.00-
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CLEMONSON UNIVERSITY	50	100.00-
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DAMIANOS & PEDONE ARCHTS	50	100.00-
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FOWEUTO INTERNACIOUL	50	100.00-
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RICHARD GONZALEZ	50	100.00-
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NIELSEN PLASTERING CO	50	100.00-
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PRIBIL DISPLAY	50	100.00-
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WESTSIDE ADM & BLDG SUPL	50	100.00-
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DIVERSIFIED SERVICE	49	100.00-
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HERMAN P GILDER	49	100.00-
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METRO GLASS CO	49	100.00-
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BROCK WHITE CO	48-	100.00-
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OWENS CORNING FIBERGLASS	48	100.00-
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TRIANGLE SERVICE CORP	48	100.00-
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CHURCH OF THE NAZARENE	47	100.00-
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EASTERN REFRACTORIES CO	47	100.00-
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SUN COAST TILE CO	47	100.00-
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JOSEPH L CAVENDER	46	100.00-
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